

BUSINESS PLAN

County Med Transport

Joseph Adamo, Owner

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1. EXECUTIVE SUMMARY

1.1 Product

County Med Transport Service is looking to expand 10 plus years of combined alternative mode of flexible non emergency medical transportation service to the community via ambulatory, wheelchair and stretcher assistance for both safety and convenience to access health and medical services. With the census bureau estimating a 2.8% growth rate with the elderly community (baby-boomers)between 2010 to 2030. With the industries needs growing every year County Wides competitive advantage is the owners business experience in this field, the business relations and contacts made over the past previous 11 years, and the passion to succeed, with the numerous community members and health care facilities who are in need of this service on a daily basis mixed with the right investor will bring forth a new community transportation company that will have the endless possibilities of expanding.

1.2 Customers

Our target clients in this field are people of disabilities and the elderly community who are currently residing in a hospital, nursing care facility, assisted care facility and those who also reside in there own home needing to access there health physicians, and medical services such as surgeries, rehab, dialysis treatments, cancer treatments and so on.

1.3 What Drives Us

Phase one for the company will be to step into the industry with two vehicles equipped and ready to service our local community in ulster and dutchess counties with a list of clients and health care facilities that support or service and are looking to use our service for the transportation needs. Wether it be with a contract with medicaid, a health care facility or a phone call from a resident in the community the support and potential sales in the first few months can and will bring a fast structured growth rate with a profitable return to the companies portfolio in the future ahead leading to endless possibilities of expanding. Within our first year in

service we can expect a rapid growth rate with a fleet of 5-6 vans within our first year and a gross of between 500k to 700k. With this growth and the number of contracts offered through the medicaid program for transportation or private contracts to dayhabs, schools, drug rehabs and so on we will be able to restructure the company in a new direction and provide other alternative modes of transportation such as taxi service and grow into other communities and counties.

2. COMPANY DESCRIPTION

2.1 Mission Statement

County Wide transport service is a ulster county based transportation company dedicated in setting a high standard in providing a professional quality transportation and an alternative mode of flexible passenger transportation via taxi and ambulette services. Servicing the community of people with disabilities, the elderly and all of the health care community.

2.2 Principal Members

Joseph Adamo, President and CEO: Business development, Public relations, Marketing, Contracts, manage day to day operations, Driver

Glen Hegner, Senior Vice President: Vehicle maintenance, DOT records and service, Manage day to day operations,

2.3 Legal Structure

Limited Liability Company

3. MARKET RESEARCH

3.1 Industry

Our industry is a growing one and a big part of the health care industry. A quick example of this is an elderly person falls in there home and an ambulance takes them to the hospital. In most cases the need for them to enter a nursing home for rehab and care comes into play. That is where an ambulette service comes into play. With doctors appointments, surgeries, or treatments the patient will need to access these health and medical services safely. Ambulette's are equipped to handle wheelchair, ambulatory, and stretcher assisted transport's. An ambulette can be staffed by a single licensed driver who secures the client safely with securring devices and seat belts and follows all state and local mandated transportation requirements.

3.2 Customers

Our clients age range has no restrictions. Wether a person who is wheelchair bound, ambulatory needing assistance or someone who needs a stretcher assisted transport most are attending rehabs, dialysis three times a week, a doctors visit or some other form of medical services need a transport by means of an ambulette equipped for there needs to provide safe reliable convenient mode of transportation. Many of these clients are covered my medicaid, they must self pay or have an hmo or other insurance that will reimburse the company for the services provided.

3.3 Competitors

1. Ndp ems: I have managed this company in the past and they currently have 5 vans operating between ulster and dutchess county. I do not see this company as a threat as they have operated the same amount of vans in their fleet for the past 8 years. Currently they have lost a lucrative contract that I had brought into the past company that I was employed with and are stated below. 2. statewide Ambulette: I have recently been let go by the company after aiding in the development of new business and enhancing business from my previous experience in the business building them a million dollar satellite office located in kingston NY. They

currently also have 4 vans in the area and another satellite office in new windsor with approximately 13-14 vans.

3.4 Competitive Advantage

County Wides competitive advantage is the owners business experience in this field, the business relations and contacts built over the past previous 11 years, and the passion to succeed mixed with the right investor will bring forth a new community transportation company that will have the endless possibilities of expanding.

3.5 Regulations

There are regulations to this industry mandated by state and local requirements that we must abide by. First the company must apply and be approved for an authority to transport passengers. This license allows us to pick up and drop off clients within the state and counties we wish to do business in. The second state mandate that we must comply with is to have all vans certified by the department of transportation once a year to pass normal vehicle safety requirements. And third all drivers must have a commercial class c license with a passenger endorsement and be able to pass a 19a physical with all documents of licensing and physical must be kept on record. These are the three main regulations that this industry complies with on everyday of business and all other laws mandated by the state with regards to doing business in New York State.

4. PRODUCT/SERVICE LINE

4.1 Product or Service

Our company is a service based industry with no products to buy, sell or store. Within the community, hospitals, healthcare facilities, schools and special programs the work is already established and in much need to give a high quality of life to all people in the community.

4.2 Pricing Structure

For the services provided there are many ways which the company will be paid for its services. To come up with a fee for our services it is based on a model of charging a pick up fee for each client and adding the mileage between pick up and drop off destinations. For example:

Client John doe

Pick up at point A. Destination is point B. Total mileage is 5 miles.

We take the 5 miles and charge \$2.50 a mile = \$12.50 with a pick up fee of \$30.00 total for one way would be \$42.50 one way and \$85.00 for round trip back to point A.

There are also contracts by private companies for our service and medicaid to transport clients on a reg schedule 5 days a week at a contracted reg rate per day.

4.3 Product/Service Life Cycle

The company is in its planning stage looking to take 10 plus years of experience whether owning, managing or just driving and build a solid structured company that will have a continual growth rate with the possibilities we have through our contacts and relations we have built in the industry over the years.

4.4 Intellectual Property Rights

4.5 Research & Development

5. MARKETING & SALES

5.1 Growth Strategy

Through our companies contact list and relationships built over the years we have a strong following that will support our business with either contracting us for our services and or calling us daily to service there clients needs. We are looking to start our service by accomodating health care facilities and clients in the community in ulster and dutchess counties. The following facilities and people in the community are all that we have dealings with.

ULSTER COUNTY: 1. The Northeast Center for Special Care (300 grant ave, Lake Katrine, NY). This facility will arrange all transportation needs through our company even offering parking on the grounds to better serve there needs. 2. Ten Broek Commons: 1 commons drive, lake katrine, NY. 3. Golden hill Nursing Home: 99 golden hill drive, kingston NY. 4. Kingston Hospital: 365 broadway, Kingston NY. 5. Benedictine Hospital: 105 Marys Ave, Kingston, NY. 6. Hudson Valley Nursing Home: 260 vineyard Ave, Highland NY. 7. Woodland Ponds nursing and rehab: circle drive, New Paltz, NY. 8. private residence: Parish Lane, Lake Katrine NY 9. 55 East Bridge st, Saugerties NY DUTCHESS COUNTY: 1. Thompson House: 6525 Springbrook Ave, Rhinebeck NY. 2. Ferncliff Nursing Home: 21 Ferncliff Drive, Rhinebeck NY. 3. River Valley Nursing: 140 Main St, Poughkeepsie NY. 4. The Pines: 100 Franklin St, Poughkeepsie NY. 5. Lutheran Care Center: 965 dutchess Turnpike, Poughkeepsie NY. 6. Victory Lake Nursing Home: 419 North Quaketr Lane, Hyde Park NY 7. Hyde Park Nursing Home: 4975 Route 9, Staatsburg Ny. With just 16 possibilities listed they are an instant oppurtunity to grow a solid business foundation. By the end of the first year we will also have a chance to obtain a \$350, 000 contract a year through a contact we have recieved this contract from in the past wich will automatically need 4 vans to accomodate the service.

5.2 Communication

Our communication with our clients are met through eith telephone calls or in person on a daily basis as we will see many of our regular clients daily and potential new ones.

5.3 Prospects

We have built our reputation on professional, friendly and safe business methods through out our years in the industry. With clean vans and giving our clients the respect and dignity they are looking for during there hard times we have always taken our pride in the business one step further then the rest. With giving this type of service to the community and healthcare facilities we have always had a good repeat business with our service. Once on board with medicaid calls are randomly called to ambulette companies by request or another company can not take on a call and it is passed on to the next company.

6. FINANCIAL PROJECTIONS

6.1 PROFIT & LOSS

	Year 1	Year 2	Year 3
Sales	\$400,000	\$1,000,000	\$1,500,000
Costs/Goods Sold	\$25,000	\$80,000	\$80,000
GROSS PROFIT	\$375,000	\$920,000	\$1,420,000

OPERATING EXPENSES

Salary (Office & Overhead)	\$72,800	\$110,000	\$150,000
Payroll (taxes, etc.)	\$78,138	\$100,000	\$120,000
Outside Services			
Supplies (office & operation)	\$3,000	\$5,000	\$10,000
Repairs & Maintenance	\$10,666	\$21,332	\$31,998
Advertising			
Car, delivery & travel	\$39,000	\$78,000	\$117,000
Accounting & legal	\$11,000	\$15,000	\$20,000
Rent	\$20,700	\$20,700	\$20,700
Telephone	\$2,400	\$5,000	\$6,500
Utilities			
Insurance	\$16,000	\$32,000	\$45,000
Taxes (real estate, etc.)			
Interest			
Depreciation			
Other expenses	\$45,000	\$45,000	\$45,000
TOTAL EXPENSES	\$298,704	\$432,032	\$566,198

NET PROFIT (before taxes)

Income Taxes	\$15,000	\$30,000	\$50,000
NET PROFIT (after tax)	\$61,296	\$457,968	\$803,802

Owner Draw/Dividends	\$45,000	\$45,000	\$45,000
ADJUSTED TO RETAINED	\$16,296	\$412,968	\$758,802

6.2 CASH FLOW (01/01/2013 to 12/31/2013)

	Pre Startup EST	Year 1	Year 2	Year 3	Total Item EST
Cash on hand		\$0	\$0	\$0	\$0
CASH RECEIPTS					
Cash Sales					\$0
Collections from CR Accounts					\$0
Loan/Cash Injection					\$0
TOTAL CASH RECEIPTS	\$0	\$0	\$0	\$0	\$0
TOTAL CASH AVAILABLE (before cash out)	\$0	\$0	\$0	\$0	\$0
CASH PAID OUT					
Purchases					\$0
Gross Wages					\$0
Outside Services					\$0
Supplies					\$0
Repairs & Maintenance					\$0
Advertising					\$0
Car, delivery & travel					\$0
Accounting & legal					\$0
Rent					\$0
Telephone					\$0
Utilities					\$0
Insurance					\$0
Taxes (real estate, etc.)					\$0
Interest					\$0
Other expenses					\$0
SUBTOTAL	\$0	\$0	\$0	\$0	\$0
Loan principal payment					\$0
Capital purchase					\$0
Other startup costs					\$0
Reserve and/or Escrow					\$0
Others withdrawal					\$0
TOTAL CASH PAID OUT	\$0	\$0	\$0	\$0	\$0
CASH POSITION	\$0	\$0	\$0	\$0	\$0

6.3 BALANCE SHEET

Assets

Start Date:

End Date:

CURRENT ASSETS		
Cash in bank		
Accounts Receivable		
Inventory		
Prepaid Expenses		
Deposits		
Other current Assets		
TOTAL CURRENT ASSETS	\$0	\$0

FIXED ASSETS		
Machinery & Equipment		
Furniture & Fixtures		
Leaseholder improvements		
Land & Buildings		
Other fixed assets		
TOTAL FIXED ASSETS (net of depreciation)	\$0	\$0

OTHER ASSETS		
Intangibles		
Other		
TOTAL OTHER ASSETS	\$0	\$0
TOTAL ASSETS	\$0	\$0

Liabilities & Equity

CURRENT LIABILITIES		
Accounts Payable		
Interest Payable		
Taxes Payable		
Notes, short term (due in 12 months)		
Current part, long-term debt		
TOTAL CURRENT LIABILITIES	\$0	\$0

LONG TERM DEBT		
Bank loans payable		
Notes payable to stockholders		
LESS: short-term portion		
Other long-term debt		
TOTAL LONG-TERM DEBT	\$0	\$0

TOTAL LIABILITIES	\$0	\$0
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OWNERS EQUITY		
Common Stock		
Retained Earnings		
TOTAL OWNERS EQUITY	\$0	\$0
TOTAL LIABILITIES & EQUITY	\$0	\$0

6.4 BREAK EVEN ANALYSIS

DIRECT COSTS	Fixed Costs (\$)	Variable Costs (%)
Cost of Goods Sold		
Inventory		
Raw Materials		
Direct Labor		

INDIRECT COSTS

Salaries		
Supplies		
Repairs & Maintenance		
Advertising		
Car, delivery & travel		
Rent		
Telephone		
Utilities		
Insurance		
Taxes		
Interest		
Depreciation		
Other Costs		
TOTAL DIRECT COSTS	\$0	0%
TOTAL INDIRECT COSTS	\$0	0%

BREAK EVEN SALES LEVEL: \$0